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	and VAZ-POCAS VS PORSCHE CARS				
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5	MICHAEL XU and DANIEL *	4	DANIEL VAZ-FOCAS		
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•	PORSCHE CARS NORTH AMERICA, *	10			
9	INC., a Delaware corporation, *	11	NUMBER	DESCRIPTION	ID
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2	FOR THE PLAINTIFFS:	2	Exhibit No. 12	Email chain - January 27,	0
4	BLOOD HURST & O'REARDON, LLP	3		2017 to January 31, 2017	8
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5	BY: PAULA R. BROWN, ESQUIRE	5	Exhibit No. 14	Email chain - February 202	1
6	JAMES M. DAVIS, ESQUIRE 501 West Broadway, Suite 1490			to March 2021	8
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7					
	Phone: (619) 338-1100	7	Exhibit No. 15	Email chain May 2017	8
	Phone: (619) 338-1100 Email: pbrown@bholaw.com	7 8	Exhibit No. 16	Email chain May 2017	8
8	Email: pbrown@bholaw.com jdavis@bholaw.com	7 8 9	Exhibit No. 16 Exhibit No. 17	Email chain May 2017 Service Record	8
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- 1 specifically, or were you -- was it more of a broader
- 2 search to get information on Porsche vehicles?
- 3 A. It started out broader.
- 4 Q. Okay. And this research, were you specifically
- 5 researching the 2012 model year Cayenne S or other model
- 6 years?
- 7 A. Other model years. It was that line, the 958.
- 8 Q. Okay. And did you do any specific research,
- 9 before buying the vehicle, on the 2012 model year
- 10 Cayenne S?
- 11 A. Yes.
- 12 Q. Okay. And tell me what that entailed.
- 13 A. So the same thing. I would dig a bit deeper
- 14 into some of the publications like MotorTrend and Car and
- 15 Driver on the specific 2012 after I found it. As well as
- 16 searching through forums, just on overall reliability,
- 17 performance, people's sentiment on the vehicle, and so
- 18 forth.

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- 19 Q. And how did that research impact your decision
- 20 to ultimately buy the 2012 Cayenne?
- 21 A. It supported it.
- 22 Q. And you went -- you said you went to the forums
- 23 as well. Do you recall what forums you visited about the

Q. And I'm talking about the time period before you

Q. Tell me about what you saw and what you learned.

A. It was overwhelmingly focused on the transfer

9 case. From what I understand, the transfer case has a --

what's considered to be a design flaw, at least in the

13 the fluid that protects the gears. And with time, that

14 transfer case could fail, which is a catastrophic, or

15 very expensive failure, I'll call it.

public world, where moisture can find its way into thetransfer case and degrade the internal gears or degrade

24 2012 Cayenne S?

A. Yes.

A. Yes.

5 bought it.

25 A. I believe it was Rennlist and 6speed.

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 Q. Did you research any other problems that Cavenne
- 2 owners are reporting online about their vehicles before
- 3 you purchased your car?
- 4 A. That's all I really found was the transfer case.
- 5 Q. Okay.
 - MR. GOLDBERG: Tim, let's pull up the complaint.
- 7

6

- 8 BY MR. GOLDBERG:
- 9 Q. Sir, we're going to show you a portion of the
- 10 complaint in this case. And we're going to direct you to
- 11 a specific paragraph, but if you want to review the whole
- 12 document or other parts of it, just, you know, feel free
- 13 to do that.
- 14 I'll direct you particularly to Paragraph 41,
- 15 where there are a bunch of complaints cited about the
- 16 Cayenne. And my question is whether you had seen any of
- 17 these complaints prior to buying your vehicle.
- 18 A. Okay. I'm pulling it up now. No, I had not
- 19 seen any of these in Paragraph 41.
- 20 Q. Okay. Okay. Let's talk about the first time
- 21 that you went to Town Motors. Did you just show up at
- 22 the dealership, or did you call beforehand and make an
- 23 appointment?

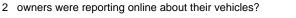
1 call?

- 24 A. I called to make an appointment.
- 25 Q. Okay. And do you recall when you made that

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Q. Did you do any search into problems Cayenne

- A. I believe it was probably late December -- it
- 3 may have been very early January 2017. It was right
- 4 around the New Year.
- 5 Q. Okay. And at the time you were making the
- 6 appointment, did you express interest in a particular
- 7 vehicle that Town Motors had on the lot?
- 8 A. Yes.
- 9 Q. Okay. And which vehicle was that?
- 10 A. The one I purchased.
- 11 Q. Okay. When was the first time you visited Town
- 12 Motors in person?
- 13 A. It was probably early to mid January.
- 14 Q. Okay. And when you first visited the
- 15 dealership, did you go by yourself?
- 16 A. Yes.
- 17 Q. Okay. And tell me about what happened during
- 18 that first visit. What did you do?
- 19 A. Sure. So I went to see the vehicle. Online
- 20 they had no pictures because the car had apparently just
- 21 been traded in. So I wanted to see it firsthand and see
- 22 if it was something I'd be interested in, since it was --
- 23 since I wasn't able to see it online. So I went in. The
- 24 car was on the lift. The mechanic was looking at it, and
- 25 the representative who I met with took me into the



impact your decision to ultimately purchase the 2012
Cayenne S?
A. It concerned me, to some extent.
Q. Okay. And so what did you do about that?
A. I decided to buy directly from a Porsche

Q. Okay. And how did learning about that issue

- dealership, and I stayed away from used car dealerships.Because I felt that a Porsche dealership could inspect
- 24 and verify and ensure that it's not an issue or that it's
- 25 not an imminent failure.

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- Q. Okay. And what were your impressions having
- 2 reviewed those documents? Your impressions of the
- 3 vehicle. I'm sorry.
- 4 A. Impressions of the vehicle?
- 5 Q. Yes.
- 6 A. Impressed. I loved it. I think it was, as I
- 7 said, smooth. Really great vehicle, very comfortable.
- 8 Felt safe, felt secure. All-wheel drive was something
- 9 that was new to me but felt very -- very
- 10 confidence-inducing in terms of, you know, stability.
- 11 Definitely did not feel like an SUV. It felt like
- 12 something that was well planted and very premium. The
- 13 interior design was beautiful. Everything was great
- 14 materials, and I think it lived up to what I would have
- 15 expected from Porsche, which is, you know, pinnacle of
- 16 design, pinnacle of engineering, and pinnacle of
- 17 performance.
- 18 Q. Other than the repair inspection records that
- 19 you were provided that day, did the dealership give you
- 20 any other documentation about the vehicle?
- 21 A. Yes.
- 22 Q. And what was that?
- 23 A. The brochure.
- 24 Q. Can you be more specific? What brochure did you
- 25 receive?

1

- Q. To sell the BMW?
- 2 A. No -- to sell the BMW, so I would only have the
- 3 one vehicle.

1

- 4 Q. And did you have any discussions with Town
- 5 Motors about trading in the BMW as part of your efforts
- 6 to acquire the Cayenne?
- 7 A. I believe they asked me, but I had no intention
- 8 of trading it in.
- 9 Q. Your preference was to try to sell the vehicle
- 10 privately?
- 11 A. Yes.
- 12 Q. Okay. And did you end up selling the BMW?
- 13 A. Yes.

19

- 14 Q. Okay. Besides the brochure and repair
- 15 inspection records, did Town Motors give you any other
- 16 documents about the vehicle on that visit?
- 17 A. Yes. There was the window sticker that had the
- 18 full feature list for that particular VIN.
 - Q. Okay. Anything else?
- 20 A. I don't believe so.
- 21 Q. I know I'm testing your memory here, but tell me
- 22 about what happened after the second visit. At that
- 23 point, had you made any decisions about the car, or did
- 24 you make an appointment to see it for a third time? Just
- 25 kind of walk me through, kind of, next steps.

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- A. So the 958 Cayenne advertising brochure.
- 2 Q. And did that brochure cover a specific model
- 3 year Cayenne?
- 4 A. I couldn't say.
- 5 Q. Do you still have that brochure?
- 6 A. I am unsure. I would have to check my files.
- 7 Q. So at the time you're looking at the Cayenne,
- 8 what vehicle were you driving?
- 9 A. A BMW 335i, 2008.
- 10 Q. And was that your only vehicle at that time?
- 11 A. No. I had a second.
- 12 Q. Okay. And what was that?
- 13 A. A '94 Honda Accord.
- 14 Q. So was the plan to -- if you got the Cayenne, to
- 15 get rid of one of those vehicles? Or were you going
- 16 to -- was your plan to hang on to all three of them?
- 17 A. No. Certainly get rid of -- and I'm trying to
- 18 recall if the Honda was sold before or after I bought the
- 19 Cayenne. I believe -- I believe the Honda Accord was
- 20 sold; I purchased the Cayenne. So at that time -- I
- 21 retract my statement. I only had the one vehicle, the
- 22 BMW.
- 23 Q. Okay. Got it.
- 24 A. To answer your question, the intention was to
- 25 sell that vehicle.

- A. Well, that's where I'm struggling, because I
- 2 don't recall -- I know when my father and my wife were
- 3 with me, that's when I made the purchase. I don't recall
- 4 if that was the second visit or the third. And so on
- 5 that last visit where I purchased -- when I purchased the
- 6 vehicle, if that's the one you're interested in -- can we
- 7 assume that?
- Q. I just wanted to know if you can remember if
- 9 there was a third visit or not. And I think your answer
- 10 is you're not sure; is that right?
- 11 A. I'm not sure. I know I went once by myself to
- 12 take a look at the vehicle while it was on the lift. I
- 13 know I went once with my father and my wife, and I made
- 14 the purchase that day. I don't recall if -- I believe I
- 15 test drove the vehicle that day. I don't recall if there
- 16 was a visit in the middle where I test drove.
- 17 Q. Okay. So did you -- is it fair to say you
- 18 purchased the vehicle on the day that you test drove it?
- 19 A. Yes.
- 20 Q. Okay. And do you remember what the vehicle
- 21 was -- what the list price was from the dealer on the
- 22 Cayenne?
- 23 A. Brand new, MSRP?
- 24 Q. No, the used vehicle price.
- 25 A. Oh. It was in the -- I believe it was around



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- 1 41. I think it was in the low 40s, 41,000. I believe.
- Q. Okay. And then you engaged in some negotiations
- 3 with the dealer as to the price; correct?
- 4 A. Correct.
- 5 Q. Tell me about that. Tell me about what you
- 6 discussed.
- 7 A. Sure. I told him that I was comfortable
- 8 spending 40,000; that was my budget out of pocket. And
- $9\,\,$ so I offered 40,000, and he stepped away to speak with
- 10 his manager.
- 11 Q. And what did he come back with?
- 12 A. So he came back, and they spoke and said, well,
- 13 "We're very close. I think we can make it work." And it
- 14 was actually fairly simple. After they stepped away, I
- 15 spoke with my father and my wife, just to get their
- 16 opinion. And we decided to move forward.
- 17 Q. All right.
- MR. GOLDBERG: We've been going for little bit
- 19 more than an hour. How are you feeling? Would you like
- 20 to take a short break to use the restroom, get a drink?
- 21 Keep going?
- 22 THE DEPONENT: I'm okay for the next 20 minutes
- 23 if everyone else is.
- 24 MR. GOLDBERG: Okay. Okay. Anybody else need a
- 25 break? Okay. All right. Can we pull the sales

- Page 59 Q. And are those the items that the dealer agreed
- 2 to fix on the vehicle as part of your purchase?
- 3 A. Yes.
- 4 Q. Did the dealer agree to fix anything else on the
- 5 vehicle at that time that's not reflected here?
 - A. Nothing is -- nothing specifically.
- 7 Q. Okay.
- 8 A. But he did -- I remember the representative did
- 9 tell me if I find anything else, if there's any other
- 10 issues, to let them know and they would take care of it,
- 11 which they did.
- 12 Q. Okay. So during the time when you were visiting
- 13 the vehicle -- sorry, strike that -- visiting the
- 14 dealership and making a decision on whether to purchase
- 15 the vehicle, did you have any conversations with anyone
- 16 at the dealership about what work they had done on the
- 17 vehicle and what had been repaired?
- 18 A. Just the representative that I worked with,
- 19 William.
- 20 Q. And I'm reading from -- you gave your
- 21 interrogatory answers in this case. And I don't think I
- 22 need to pull them up on the screen, unless you want to
- 23 see them. But in your answer to Interrogatory No. 2, you
- 24 said that, "Plaintiff also considered the information
- 25 about the vehicle provided by Town Motors Porsche at the

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- 1 agreement back up.
- 2 BY MR. GOLDBERG:
- 3 Q. So we're going to go back to the sales
- 4 agreements again here.
- 5 MR. GOLDBERG: Can you pull up 33, Bates 33.
- 6 Okay. You can hold it right there.

7

- 8 BY MR. GOLDBERG:
- 9 Q. Sir, is it fair to say that as part of your
- 10 negotiations for the price that --
- 11 A. I'm sorry. I'm not seeing a document.
- 12 Q. I apologize. Okay. It will be Vaz-Pocas 33.
- 13 MS. BROWN: Document 2.
- 14 THE DEPONENT: Document 2. Okay. Thank you.
- 15 BY MR. GOLDBERG:
- 16 Q. And so if you go up to the first page of that
- 17 document, on the left-hand side there's a column that
- 18 says, "Package equipment." And then there's a whole bunch
- 19 of N/As.
- 20 A. Mm-hmm.
- 21 Q. And then to me it says you gave a \$2,500 deposit
- 22 and the "Dealer agrees to paint the front and rear
- 23 bumper, paint rear deck lid, and replace rear tires." Is
- 24 that -- am I reading that correctly?
- 25 A. Yes.

- 1 time of sale, including confirmation that a full
- 2 multipoint inspection was performed on the vehicle and
- 3 all issues with the vehicle were addressed by Town Motors
- 4 Porsche before the sale was completed."
- 5 Okay. Did Town Motors represent to you that
- 6 they had performed a full multipoint inspection on the
- 7 vehicle prior to when you bought it?
- 8 A. Yes.
- 9 Q. Okay. And what does a multipoint inspection
- 10 mean to you? What is that?
- 11 A. I think it's different for each brand or each
- 12 manufacturer. But to me it means that that brand went
- 13 through the full inspection of all systems that they deem
- 14 to be critical to the vehicle to ensure that it operates
- 15 to standards, it operates safely, and it meets all of the
- 16 brand's reputation requirements or standards.
- 17 Q. Okay. And when you say "all issues with the
- 18 vehicle were addressed by Town Motors Porsche before the
- 19 sale was completed," did you have any discussions with
- 20 Town Motors about what those issues were that were
- 21 addressed?
- 22 A. Yes.
- 23 Q. Okay. And would you describe those for me?
- 24 A. Sure. So that's when he provided the document
- 25 that showed all of the repairs, and he introduced me to



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- 1 the mechanic. But we didn't have, I'd say, a fruitful
- 2 conversation since he was working. He just introduced me
- 3 and showed me the list of some of the things that were
- 4 repaired. I don't recall offhand all of the items that
- 5 were shown to me, but I did see that the transfer case
- 6 module was repaired, which was my biggest concern at the
- 7 time. I believe that were O-rings and gaskets and some
- 8 small parts here and there that were replaced as well.
- 9 Q. Is it fair to say that based on what you were
- 10 told by the dealership and the mechanic, that you were
- 11 comfortable buying the vehicle at that point?
- 12 A. Yes.
- 13 Q. Okay. Prior to when you purchased the Cayenne,
- 14 did you do any research on the website of the National
- 15 Highway Traffic Safety Administration about the 2012
- 16 Cayenne S?
- 17 A. No.
- 18 Q. Other than the brochure that was given to you by
- 19 Town Motors, did you review any other marketing brochures
- 20 about the Porsche Cayenne before you bought the vehicle?
- 21 A. Yes.
- 22 Q. Okay. And where did you acquire those?
- 23 A. On the via Internet via Google.
- 24 Q. And what did you learn about the vehicle from
- 25 reviewing those brochures, or what made an impression on

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 Q. Okay. And that conversation occurred prior to
- o les electronistics of the control of the control
- 2 when you bought the Cayenne?
- 3 A. Yes.
- 4 Q. All right. Did you speak with any other Porsche
- 5 owners before you bought the vehicle?
 - A. No.

6

- 7 Q. Okay. Other than the sales representative we've
- 8 already talked about, I think you said his first name was
- 9 William, and the mechanic, did you speak with anybody
- 10 else at Town Motors while you were in the process of
- 11 looking at the Cayenne and deciding to acquire it?
- 12 A. Pre-purchase, no one other than them two and
- 13 William's manager at the time of sale.
- 14 Q. Do you remember who William's manager was?
- 15 A. I can't recall his name. Scott rings a bell,
- 16 but I couldn't say with confidence.
- 17 Q. All right. And before you had told me that on
- 18 one of your visits to Town Motors, you were given the
- 9 window sticker from the Cayenne?
- 20 A. Yes.
- 21 Q. Okay. And is that something that you produced
- 22 in this case?
- 23 A. Yes.
- 24 Q. Okay.
- 25 A. It was a feature list. I'm not sure if it's

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- 1 you?
- A. So certainly the fact that it's a Porsche but a
- 3 family car, you know, a family version of the Porsche.
- 4 It seemed like it was a car that is capable of even going
- 5 off-road. It has differential settings that can be
- 6 locked in and out. So it seemed like it was a true SUV,
- 7 a sport utility vehicle, that can cover different levels
- 8 of traction and performance. And, ultimately, that it
- 9 was a safe, reliable, all-wheel-drive car from a very
- 10 reputable brand.
- 11 Q. And before you bought the vehicle, did you have
- 12 any conversations with other Porsche owners about their
- 13 experience with Porsche vehicles?
- 14 A. Yes.
- 15 Q. Okay. And who was that?
- 16 A. My godfather.
- 17 Q. Okay. And tell me about that conversation.
- 18 A. So he had purchased -- sometime before that,
- 19 maybe a year before that, he had purchased a used 911
- 20 Turbo. And he just told me that he was absolutely in
- 21 love with it. It drives like no other car he's ever
- 22 driven before. That he was a firm believer in Porsche
- 23 now, which that was his first Porsche. And it was
- 24 something that he was really passionate about and really
- 25 loved and said it was a great car.

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- 1 necessarily a window sticker, but that's what they had to
- 3 Q. Are you familiar with the term Monroney label?
- 4 A. No.

2 provide me with.

- 5 Q. Do you recall when you visited Town Motors
- 6 whether there was a used car buyer's guard -- sorry,
- 7 strike that -- a used car buyer's guide posted on the
- 8 window of the Cayenne?
- 9 A. No.
- 10 Q. Did you have any conversations with Town Motors
- 11 about warranty coverage for the Cayenne?
- 12 A. Yes.
- 13 Q. Okay. Tell me about that conversation.
- 14 A. Sure. So per New Jersey state law, I was
- 15 informed that there was a minimum of 30-day express
- 16 warranty for any used car dealership that's mandated.
- 17 And then buying it from the Porsche dealership, they
- 18 assured me that if there were any issues, just give them
- 19 a call, they would take care of it. That the car was20 fully inspected and that they would stand behind it.
- 21 Q. Did Town Motors offer to sell you any type of
- 22 extended warranty coverage for the vehicle?
- 23 A. Yes.
- 24 Q. Okay. And tell me about that conversation.
- 25 A. Sure. So that was at the time of sale. I met



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1 with their finance manager. And, I'm sorry, I don't

- 2 recall his name either. It was just a brief
- 3 conversation, where we went through the financials for
- 4 the purchase as well as the option of the extended
- 5 warranty. They offered the warranty. I believe it was a
- 6 one-year option or a two-year option, depending on which
- 7 plan I wanted. And so I reviewed the documents at that
- 8 time.
- 9 Q. Okay. And did you buy any additional coverage
- 10 for the vehicle?
- 11 A. No.
- 12 Q. Okay. And why not?
- 13 A. The cost was exorbitant, and it was only for, I
- 14 believe, either one year or two years. The cost, if I
- 15 recall correctly, was about \$5,000 or \$6,000. My main
- 16 concern at that time was the transfer case, since that
- 17 was the only issue that I knew was prevalent on the
- 18 vehicle. And in the event that the transfer case failed,
- 19 a repair was roughly \$5,000. And so I just -- I didn't
- 20 think that the cost for one-year protection was worth it,
- 20 think that the cost for one year protection was worth it,
- 21 especially since I was buying it from a Porsche
- 22 dealership who had performed a multipoint inspection and
- 23 had assured me that the car was up to standard.
- 24 Q. Other than buying extended warranty protection
- 25 from Town Motors, did you do any research on purchasing

- Page 67 (The proceedings went off the record, and there
- 2 was a recess taken at 11:32 a.m.)
- 3 (The proceedings went back on the record, and
- 4 the deposition was resumed at 11:40 a.m.)
- 5 BY MR. GOLDBERG:
- Q. Okay. So we're going to show you -- we're going
- 7 to go through some of the documents, sir, that you
- 8 produced in this case. And we're going to start with a
- 9 CARFAX report. And Tim is just marking that. And I
- 10 don't have a ton of questions about this document. But
- 11 why don't you, you know, take the time you need to look
- 12 at it.
- 13 A. Okay.
- 14 Q. Okay. Sir, was this CARFAX report given to you
- 15 by Town Motors before you bought the Cayenne?
- 16 A. Yes
- 17 Q. And was that during the same visit that you were
- 18 provided the repair inspection documents and what we
- 19 called the window sticker?
- 20 A. Yes.

21

24

- Q. Okay. And did you review this CARFAX report
- 22 before deciding to buy the vehicle?
- 23 A. Yes.
 - Q. Do you recall having any concerns about the
- 25 vehicle based on what you read on the CARFAX report?

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- 1 extended warranty coverage from any other source?
- 2 A. No.
- 3 Q. Okay. So you had told me that the dealership
- 4 told you that under New Jersey law, there was a 30-day
- 5 warranty period that attached to your vehicle at the time
- 6 that you purchased it --
- 7 A. Yes.
- 8 Q. -- is that correct?
- 9 A. Correct.
- 10 Q. In your understanding, after that 30 days
- 11 lapsed, who was responsible for paying for any repairs to
- 12 your Cayenne?
- 13 A. Myself.
- 14 Q. All right.
- 15 MR. GOLDBERG: So we're going to -- we're going
- 16 to look at some more documents now. Before I dive into
- 17 that, is this -- would you like to take your break now?
- 18 THE DEPONENT: Sure. That would be great.
- 19 Thank you.

23 okay?

- MR. GOLDBERG: Okay. We'll take a few minutes and then come back. Okay?
- 22 THE DEPONENT: Like, eight minutes? Is that
- 24 MR. GOLDBERG: Yeah, 11:40. That's great.
- 25 THE DEPONENT: Okay. Thank you.

- 1 A. No major concerns, no.
- Q. Okay. If you look at the second page of the
- 3 CARFAX report, which is Vaz-Pocas 17, under "Detailed
- 4 History." About halfway under that, November 16, 2012,
- 5 there is a report of an "Accident reported involving rear
- 6 impact with another motor vehicle. Rear area primarily
- 7 damaged. Vehicle drivable."
- 8 Do you recall seeing that specific entry prior
- 9 to buying the Cayenne?
- 10 A. Yes.
- 11 Q. Okay. And did that cause you any concern about
- 12 buying the vehicle?
- 13 A. Yes.
- 14 Q. Okay. And did you speak to Town Motors about
- 15 that concern?
- 16 A. I did.
- 17 Q. Okay. And what were you told?
- 18 A. They didn't have any detailed information. But
- 19 I remember they had told me that it was probably a minor
- 20 fender bender. They didn't see any type of structural
- 21 damage. The vehicle was brand new at that time, and
- 22 that, at this point, I guess, it was five years old. And
- 23 no issues had come up in the five years since that24 accident, or maybe four and a half years since that
- 25 accident. So they had told me that it was likely just a

